

UNITEDSTATES SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549

OMB APPROVAL OMB Number: 3235-0123

Expires:

April 30, 2013

Estimated average burden hours per response..... 12.00

SEC FILE NUMBER

8-18805

SEG Mail ProcessiANNUAL AUDITED REPORT **FORM X-17A-5** PART III

UCT 2.2 2011

FACING PAGE Washington, DC FACING PAGE
Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEGINNING	9/1/2010	AND ENDING_	8/31/2011
A DECI	MM/DD/YY	· ·	MM/DD/YY
	STRANT IDENTIFI	CATION	
NAME OF BROKER-DEALER: THE TOLLY	S W.		OFFICIAL USE ONLY
ADDRESS OF PRINCIPAL PLACE OF BUSIN	NESS: (Do not use P.O. F	Box No.)	FIRM I.D. NO.
420 North 20th Street, 2350 Wells	Fargo Tower		
•	(No. and Street)		
Birmingham	Alabama		35203
(City)	(State)		(Zip Code)
NAME AND TELEPHONE NUMBER OF PER Carol A. Pilleteri, FinOP	SON TO CONTACT IN	REGARD TO THIS R	EPORT (205) 252-2105
			(Area Code – Telephone Number
B. ACCO	UNTANT IDENTIFI	CATION	
INDEPENDENT PUBLIC ACCOUNTANT who	LP	•	
. (1)	lame – if individual, state last, j	first, middle name)	
216 Summit Blvd., Suite 300	Birmingham	Alabama	35243
(Address)	(City)	(State)	(Zip Code)
CHECK ONE:			
Certified Public Accountant			
☐ Public Accountant			
☐ Accountant not resident in United	States or any of its posse	essions.	
F	OR OFFICIAL USE O	NLY	

*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

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SEC 1410 (06-02)

OATH OR AFFIRMATION

I, Joe Jo	lly, Jr.	, swear (or affirm) that, to the best of
my knowle	edge and belief the accompanying the state of the state o	ng financial statement and supporting schedules pertaining to the firm of
of	August 31	, 20_11, are true and correct. I further swear (or affirm) that
neither the	e company nor any partner, propolely as that of a customer, exc	prietor, principal officer or director has any proprietary interest in any account
$Q_{\mathbf{a}}$	i. L. M	President
This report	Notary Public Notary Public NOTARY MY CO BONDET ** contains (check all applicab sing Page.	PUBLIC STATE OF ALABAMA AT LARGE MMISSION EXPIRES: Aug 12, 2015 OTHRU NOTARY PUBLIC UNDERWRITERS Le boxes):
(c) Stat	tement of Financial Condition. tement of Income (Loss).	
☐ (e) Stat ☐ (f) Stat	tement of Changes in Financial tement of Changes in Stockhold tement of Changes in Liabilities nputation of Net Capital.	Condition. lers' Equity or Partners' or Sole Proprietors' Capital. s Subordinated to Claims of Creditors.
□ (h) Con □ (i) Info □ (j) A R	nputation for Determination of ormation Relating to the Posses econciliation, including approp	Reserve Requirements Pursuant to Rule 15c3-3. sion or Control Requirements Under Rule 15c3-3. riate explanation of the Computation of Net Capital Under Rule 15c3-1 and the
□ (k) A R cons	econciliation between the audition of solidation. Oath or Affirmation.	the Reserve Requirements Under Exhibit A of Rule 15c3-3. Led and unaudited Statements of Financial Condition with respect to methods of
☐ (m) A co	opy of the SIPC Supplemental]	Report. dequacies found to exist or found to have existed since the date of the previous audit
		of certain portions of this filing, see section 240.17a-5(e)(3).

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INDEPENDENT AUDITOR'S REPORT

Board of Directors Joe Jolly & Company, Inc. Birmingham, Alabama

We have audited the statement of financial condition of Joe Jolly & Company, Inc. (Company), as of August 31, 2011. This statement of financial condition is the responsibility of the Company's management. Our responsibility is to express an opinion on this statement of financial condition based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the statement of financial condition referred to in the first paragraph presents fairly, in all material respects, the financial position of the Company, as of August 31, 2011, in conformity with accounting principles generally accepted in the United States of America.

Sellers Richardson Holman & West, LLP

October 20, 2011

Statement of Financial Condition

August 31, 2011

Assets	
Cash	\$ 1,576,737
Receivables	. , ,
Broker and dealer	162,500
Muni syndicate profit	197,000
Employee advances	73,600
Interest	68,910
Note receivable—stockholder	1,000,000
Securities owned	4,897,196
Property and equipment, net	101,982
Deferred income taxes	60,723
Investments in oil and gas wells, not readily marketable	25,000
Cash value of life insurance	115,015
Other assets	15,650
Total assets	\$ 8,294,313
Liabilities and Stockholder's Equity	
Liabilities	
Accounts payable	\$ 23,124
Accrued commission expense	219,000
Accrued expenses and other liabilities	363,215
Deferred income taxes	106,192
	711,531
Charlebaldada Facilia	,
Stockholder's Equity	
Common stock, \$100 par value;	
250 shares authorized, 100 shares	
issued and outstanding	10,000
Retained earnings	7,572,782_
	7,582,782
Total liabilities and stockholder's equity	\$ 8,294,313
· •	+ 0,201,010

Notes to Financial Statements

Note 1. Nature of Business and Summary of Significant Accounting Policies

Nature of Business

Joe Jolly & Company, Inc. (Company) is a broker dealer registered with the Securities and Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority. The Company provides underwriting and various other investment banking services. The Company's broker dealer operations do not carry security accounts for customers or perform custodial functions relating to customer securities. The Company clears all transactions through another broker dealer. The accounting and reporting policies of the Company conform to accounting principles generally accepted in the United States of America (GAAP) and to general practice within the brokerage industry.

Basis of Accounting

The Company reports the results of its operations and its financial condition using the accrual basis of accounting.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from these estimates.

Revenue Recognition and Securities Owned

Security transactions and related gains, losses, and expenses are recorded on a settlement date basis by the Company. To conform to GAAP, the audited financial statements are adjusted to trade date accounting where appropriate. Amounts receivable and payable for securities transactions that have not reached their settlement date are recorded on the statement of financial condition. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date.

Cash and Cash Equivalents

For purposes of reporting cash flows, the Company considers all liquid investments purchased with an original maturity of three months or less to be cash equivalents. As of August 31, 2011, there were no cash equivalents.

Property and Equipment, Net

Property and equipment are stated at cost less accumulated depreciation. Maintenance and repairs are charged to expense as incurred, and renewals and betterments are capitalized and depreciated over the estimated useful lives of the related assets. Gains and losses on disposals are credited or charged to operations.

Notes to Financial Statements

Depreciation is computed principally using the straight-line method designed to amortize costs over the following estimated useful lives:

Description	Useful Lives (in years)
Building	30
Furniture and fixtures	3 to 8
Automotive	5 to 10
Leasehold improvements	40

Property and equipment, net of accumulated depreciation, consist of the following as of August 31, 2011:

Building	\$ 52,048
Furniture and fixtures	212,402
Automotive	165,241
Leasehold improvements	6,082
Accumulated depreciation	 (333,791)
	\$ 101,982

Depreciation expense amounted to \$31,405 for the year ended August 31, 2011.

Risks and Uncertainties

Marketable securities and other investments are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the value of investment securities will occur in the near term and that such changes could materially affect the Company's financial position.

Income Taxes

Deferred taxes are provided on a liability method whereby deferred tax assets are recognized for deductible temporary differences, net operating losses, and tax credit carryforwards and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amounts of assets and liabilities and their tax bases. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws and rates on the date of enactment.

The guidance on uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Company may recognize the tax benefit from an uncertain tax position only if it is more-likely-than-not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. The tax benefits recognized in the financial statements from such a position are

Notes to Financial Statements

measured based on the largest benefit that has a greater than 50 percent likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addresses derecognition, classification, interest and penalties on income taxes, and accounting in interim periods.

Management evaluated the Company's tax positions and concluded that the Company had taken no uncertain tax positions that require adjustment to the financial statements to comply with the provisions of this guidance as of August 31, 2011. The Company is not subject to examination by federal tax authorities for years prior to fiscal year 2007. The Company is subject to potential examination by other state tax authorities for all tax years since inception.

Net deferred tax assets and liabilities consist of the following components as of August 31, 2011:

Deferred tax assets: Impairment of investments in oil and gas wells Property and equipment	\$	41,704 19,019
	<u>\$</u>	60,723
Deferred tax liabilities:		
Market value adjustment for securities owned— held for investment Depreciation related to investments in oil and	\$	60,921
gas wells		45,271
	\$	106,192

The provision for income taxes is as follows for the year ended August 31, 2011:

Current: Federal State	\$ (16,226) (4,784)
Deferred: Federal State	2,298 470
Total provision for income taxes	\$ (18,242)

The difference between the provision for income taxes and the amount computed by applying the maximum statutory rates to income, before the provision for income taxes, is principally the effect of tax brackets, tax-exempt income, and non-deductible expenses.

Notes to Financial Statements

Advertising Costs

The Company expenses all advertising costs during the period in which they are incurred. During 2011, the Company charged \$12,979 to advertising expense.

Subsequent Events

Subsequent events have been evaluated for potential recognition and disclosure through October 20, 2011, which represents the date the financial statements were available for issuance.

Recently Issued Accounting Pronouncements

In January 2010, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) 2010-06, *Improving Disclosures about Fair Value Measurements*, which primarily requires new disclosures related to the levels within the fair value hierarchy. An entity is required to disclose significant transfers in and out of Levels 1 and 2 of the fair value hierarchy, and separately present information related to purchases, sales, issuances and settlements in the reconciliation of fair value measurements classified as Level 3, which are effective for reporting periods beginning after December 15, 2010. The Company will include the disclosures as required by ASU 2010-06 in the notes to the Company's financial statements effective September 1, 2010, except for the disclosures related to Level 3 fair value measurements, which will be included in the notes to the Company's financial statements effective September 1, 2011. The adoption of ASU 2010-06 had no impact on the Company's financial position, results of operations, or cash flows.

Note 2. Uninsured Cash Balances

The Company maintains its cash balances at high credit quality financial institutions. At various times throughout the year ended August 31, 2011, the Company had cash on deposit with the financial institutions in excess of federal depository insurance limits. The Company has not experienced and does not anticipate any credit losses on these deposits.

Note 3. Broker and Dealer and Muni Syndicate Profit Receivables

Broker, dealer, and muni syndicate profit receivables represent amounts due for security transactions with a trade date before August 31, 2011. These receivables amounted to \$162,500 and \$197,000, respectively, for the year ended August 31, 2011.

Notes to Financial Statements

Note 4. Securities Owned and Investments in Oil and Gas Wells, Not Readily Marketable

Dealer inventory and investment securities are carried at market value and consisted of the following as of August 31, 2011:

	Market Value	Cost
State and municipal obligations Certificate of deposit U.S government obligations and	\$ 4,146,980 121,036	\$ 3,941,623 121,036
corporate bonds	629,180	594,931
	\$ 4,897,196	\$ 4,657,590

Investments in oil and gas wells are not readily marketable and are carried at their estimated recoverable cost.

Note 5. Fair Value Measurements

Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures, establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under ASC 820 are described below:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Company has the ability to access.

Level 2 Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Notes to Financial Statements

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the valuation methodologies used at August 31, 2011.

Certificate of deposit: Valued at the exact runoff of principal, given its contractual maturity, discounted at the appropriate term rate.

U.S. government obligations and corporate bonds: Valued at the closing price reported on the active market on which the individual securities are traded.

State and municipal obligations: Value at the closing price of identical or similar municipal bonds reported on the active market in which the individual securities are traded.

Cash surrender value of life insurance: Valued at cash surrender value, which approximates fair value.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Company believes its valuation methodologies are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Company's assets at fair value as of August 31, 2011:

	Assets at Fair Value as of August 31, 2011			
	Level 1	Level 2	Level 3	Total
Certificate of deposit State and municipal obligations U.S. government obligations	\$ - -	\$ 121,036 4,146,980	\$ - -	\$ 121,036 4,146,980
and corporate bonds Cash surrender value of life	629,180	-	-	629,180
insurance		115,015		115,015
Total assets at fair value	\$ 629,180	\$ 4,383,031	\$ -	\$ 5,012,211

Note 6. Commitments

The Company leases various office facilities under operating leases expiring through November 2013. One lease agreement contains an escalation clause, which increases the base rental by the percentage change in the consumer price index annually.

Notes to Financial Statements

Aggregate minimum future lease commitments are as follows:

Year ending August 31,	
2012	\$ 86,332
2013	82,928
2014	 20,732
	\$ 189,992

Rental expense for the year ended August 31, 2011 is \$89,860.

Note 7. Profit Sharing Plan

The Company sponsors a noncontributory profit sharing plan that covers substantially all employees. Contributions to the plan are made at the sole discretion of the Company's Board of Directors and are influenced by tax regulations. No contributions were made to the plan during the year ended August 31, 2011.

Note 8. Line of Credit

On January 19, 2011, the Company entered into a revolving line of credit agreement with a financial institution for a maximum borrowing capacity of \$10,000,000, with the balance subject to interest at the greater of prime rate or 3.5 percent. The line of credit matures on January 5, 2012. During the year, the Company utilized the line of credit to purchase securities. At August 31, 2011, the Company had no outstanding unpaid principal or interest related to the line of credit. Interest expense relating to the line of credit was \$4,423 for the year ended August 31, 2011.

Note 9. Related Party Transactions

During 2011, the stockholder purchased six security issues from the Company for a total purchase price of \$604,687. Such transactions were made in the ordinary course of business on substantially the same terms and conditions as those prevailing at the same time for comparable transactions with other customers, and did not, in the opinion of management, involve any credit risk or present other unfavorable features.

The Company has a note receivable from its stockholder, secured by certain property owned by the stockholder. The original loan agreement was renewed on August 31, 2007 to state that the stockholder agrees to pay the Company a principal sum of \$1,000,000 with interest on the unpaid balance. Accrued interest will be due and payable on August 31 of each year at a rate of 5 percent, with the entire principal and interest balance due and payable in full on August 31, 2012. The balance of the note receivable as of August 31, 2010 is \$1,000,000.

In addition, the Company maintains a split-dollar life insurance agreement with the stockholder. Under the terms of this agreement, the Company maintains a \$200,000 insurance policy on the stockholder's life. Upon death of the stockholder, the Company is entitled to recover the greater of cash value or premiums paid. The cash value of life insurance as of August 31, 2011 is \$115,015.

Notes to Financial Statements

Note 10. Regulatory Requirements

As a registered broker-dealer, the Company is subject to the SEC's uniform net capital rule. The Company is prohibited from engaging in any securities transactions when its "net capital" is less than the greater of \$100,000 or 6-2/3 percent of its "aggregate indebtedness." At August 31, 2011, the Company had net capital of \$6,072,565, which was \$5,972,565 in excess of the minimum of net capital required.

Note 11. Annual Audit Report

The audited financial statements of the Company for the most recent audit period are available at the principal office of the Company, and will be mailed upon written request pursuant to SEC Rule 17a-5.



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INDEPENDENT AUDITOR'S REPORT ON INTERNAL CONTROL STRUCTURE REQUIRED BY SEC RULE 17A-5(G)(1) FOR A BROKERDEALER CLAIMING AN EXEMPTION FROM RULE 15C3-3

Board of Directors Joe Jolly & Company, Inc. Birmingham, Alabama

In planning and performing our audit of the financial statements of Joe Jolly & Company, Inc. (Company), as of and for the years ended August 31, 2011 in accordance with auditing standards generally accepted in the United States of America, we considered the Company's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we do not express an opinion on the effectiveness of the Company's internal control.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by the Company including consideration of control activities for safeguarding securities. This study included tests of such practices and procedures that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of Rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making quarterly securities examinations, counts, verifications and comparisons and recordation of differences required by Rule 17a-13.
- 2. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining internal control and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Company has responsibility are safeguarded against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

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Because of inherent limitations in internal control and the practices and procedures referred to above, errors or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the entity's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the entity's financial statements that is more than inconsequential will not be prevented or detected by the entity's internal control.

A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the entity's internal control.

Our consideration of internal control was for the limited purpose described in the first and second paragraphs and would not necessarily identify all deficiencies in internal control that might be material weaknesses. We did not identify any deficiencies in internal control and control activities for safeguarding securities that we consider to be material weaknesses, as described above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures, as described in the second paragraph of this report, were adequate at August 31, 2011, to meet the SEC's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, and other regulatory agencies that rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and is not intended to be and should not be used by anyone other than these specified parties.

Sellers Richardson Holman & West, LLP

October 20, 2011



SELLERS RICHARDSON HOLMAN & WESTLLP

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SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, DC



AUDITED STATEMENT OF FINANCIAL CONDITION

DATE—August 31, 2011

Joe Jolly & Company, Inc. (Name of Respondent)

420 North 20th Street, 2350 Wells Fargo Tower, Birmingham, Alabama 35203 (Address of principal executive office)

Joe Jolly, Jr.

President

Joe Jolly & Company, Inc.

420 North 20th Street, 2350 Wells Fargo Tower

Birmingham, Alabama 35203

(Name and address of person authorized to receive notices and communications from the Securities and Exchange Commission)